

Message Text

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PAGE 01 BUCHAR 00572 270117Z

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FM AMEMBASSY BUCHAREST

TO USDOC WASHDC

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AMEMBASSY BERLIN

AMEMBASSY BUDAPEST

AMEMBASSY MOSCOW

AMEMBASSY PRAGUE

AMEMBASSY SOFIA

AMEMBASSY WARSAW

AMEMBASSY BELGRADE

AMEMBASSY VIENNA

UNCLAS BUCHAREST 0572

VIENNA FOR VONTILLIUS

E.O. 11652: N/A

TAGS: BEXP, RO

SUBJECT: PROPOSED FY '79 TRADE PROMOTION EVENT SCHEDULE AND
BDO FY '79

REF: A. BUCHAREST 0102 B. STATE 255264 C. USDOC 22616

1. EMBASSY COMMENT ON SECOND THROUGH FOURTH QUARTER FY '79
TRADE PROMOTION EVENTS FOLLOW.

2. CONTAINERIZATON, FEBRUARY 1979. A. TIMING IS CCEPTABLE.
B. GOR IS BEGINNING GIVE PRIORITY ATTENTION TO LABOR AND
COSTS SAVING INHERENT IN WIDE SCALE US OF CONTAINERIZATION
IN TRANSPORTATION OF GOODS. IT ALSO VERY INTERESTED IN
EXPORTING CONTAINERS. TO DATE, HOWEVER, ROMANIAN CONTAINERS
CANNOT BE EXPORTED BECAUSE THEY ARE NOT UP TO INTERNATIONAL
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PAGE 02 BUCHAR 00572 270117Z

STANDARDS. C. TOPICS OF INTEREST TO GOR ARE: CONTAINER
HANDLING (CONSTRUCTION AND OPERATION); SPECIALIZEDMEANS
OF CONTAINER TRANSPORTATION (BY LAND AND BY WATER); NEW
DEVELOPMENTS AND PRESENT TRENDS IN CONTAINER MANUFACTURING
(STEEL, ALUMINIUM, PLYWOOD, PLASTICS); ORGANIZATION OF
ACTIVITY IN CONTAINER TERMINALS. D. TARGET AUDIENCE FOR
TSS IS: MINISTRY OF TRANSPORTATION, FTO CONTRANSIMEX,

THE CONTAINER PLANT IN IASI, RESEARCH AND DESIGN INSTITUTE FOR TRANSPORTATION, ROMANIAN NAVAL REGISTER.

3. GARMENT PRODUCTION EQUIPMENT, MAY 1979. A. TIMING IS ACCEPTABLE. B. GOR HAS RECENTLY CONCLUDED OR EXTENDED COMPREHENSIVE TEXTILE AGREEMENTS WITH EC AND U.S. WHICH PROVIDE ROMANIA WITH GENEROUS INCREASES IN EXPORT QUOTAS TO THESE MAJOR HARD CURRENCY MARKETS. INCREASED MARKET PENETRATION WILL RESULT IN NEED FOR MORE SOPHISTICATED GARMENT PRODUCTION EQUIPMENT AND TECHNIQUES. C. TOPICS OF INTEREST INCLUDE LABOR SAVING TECHNIQUES AND CUTTING BY LASERS. D. TARGET AUDIENCE IS: MINISTRY OF LIGHT INDUSTRY, GARMENT INDUSTRY CENTRAL, FTO CONFEX.

4. FERROUS METALS PROCESSING EQUIPMENT, JUNE 1979. A. TIMING IS ACCEPTABLE. B. BASED UPON DISCUSSIONS WITH MACINE BUILDING OFFICIALS, THEME OF THIS TSS IS OF INTEREST TO GOR. C. WHILE MACHINE BUILDING MINISTRY OFFICIALS DID NOT PROVIDE INFORMATION ON PRODUCTS WITHIN THEME CATEGORY THAT OF SPECIAL INTEREST TO ROMANIA, THEY EXPRESSED INTEREST IN BEING KEPT INFORMED ON STATUS OF RECRUITMENT OF PROSPECTIVE TSS MEMBERS. D. TARGET AUDIENCE IS: MINISTRY OF MACHINE BUILDING, INDUSTRIAL CENTRAL FOR MACHINE TOOLS, FINE MECHANICS AND TOOLS, FTO MASINEXPORTIMPORT.

5. MACHINE BUILDING MINISTRY OFFICIALS HAVE ASKED THAT UNCLASSIFIED

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PAGE 03 BUCHAR 00572 270117Z

ADDITIONAL TSS ON CASTING AND FORGING EQUIPMENT VISIT BUCHAREST. THEIR INTEREST RELATED TO ROMANIAN AUTOMOBILE DEVELOPMENT, DESIRES TO MOVE MORE DEEPLY INTO LOCAL MANUFACTURE OF HEAVY CONSTRUCTION EQUIPMENT (EG DUMP TRUCKS, LOADERS, SCRAPERS, ETC) AND TURBINES AND SHAFTS FOR POWER GENERATION. IN EACH INSTANT, ROMANIAN AIM IS FOR CONCLUSION OF SOME FORM OF COOPERATION PROJECT INVOLVING LOCAL MANUFACTURE OF CASTING AND FORGING EQUIPMENT USED IN PRODUCTION OF THIS TYPE OF EQUIPMENT. PREFERRED TIMING FOR THIS TSS WOULD BE MONTH BEFORE OR AFTER FERROUS METALS PROCESSING TSS.

6. REGARDING POSSIBLE BDO FOR FY'79 IN ROMANIA, WE FORWARDED TO USDOC/BEWT/TPD/THOMPSON TEN COPIES OF PUBLICOM BROCHURE EXPO '78 WHICH LISTS VARIOUS SPECIALIZED ROMANIAN EXHIBITIONS FOR CY'78 (THESE BASICALLY SAME AS IN CY '77 AND SHOULD VARY LITTLE IN CY '79). ALMOST ANY OF 23 LISTED EXHIBITS WOULD BE EQUALLY SUITABLE VEHICLE FOR BDO. HOWEVER, WE CANNOT RECOMMEND BDO AT ANY OF THESE SHOWS BECAUSE THEY ARE NOT FIXED EVENTS, BUT SUBJECT TO CANCELLATION.

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WITHOUT PRIOR NOTICE. FOR EXAMPLE, PACKAGING EXHIBITION SCHEDULED FOR JANUARY 24-27, 1978 WAS CANCELLED TWO DAYS BEFORE SCHEDULED OPENING AND IT IS NOT CERTAIN THAT JANUARY 31-FEBRUARY 3 SHOW ON TECHNIQUE OF FLUIDS WILL GO ON AS SCHEDULED. WHILE WE CANNOT RECOMMEND BDO NOW, WE WISH MAINTAIN OPTION OF SUBMITTING RECOMMENDATIONS ON SUITABLE BDO ON AD HOC BASIS.

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